

Lessons in Leadership

These programs, facilitated by Training Services Division staff, feature the best in leadership and management thinking through taped presentations from internationally/ nationally recognized experts.

Why Some People Excel Under Pressure and Others Don't

with PAUL SULLIVAN

"If you can't perform well under pressure, then you can't really perform well."

--- Geoff Colvin

Learn the secrets of top performers who excel under pressure and maintain an edge over the competition... Athletes regularly face win-or-lose situations, but so do business leaders, soldiers, litigators, even average people making crucial decisions about their lives. What usually happens? Most people crumble under extreme pressure. But a few not only succeed but thrive under the pressure. These people are clutch. Can the rest of us learn to be like them? According to Paul Sullivan, clutch performers have figured out how to perform under high stress conditions as if they were everyday situations. How do they do it? Drawing on new research and interviews with stars across a range of fields, Sullivan uncovers the shared traits that define clutch performers and explains how anyone can apply these lessons to become great under pressure.

During this program you will learn:

- The five traits all clutch leaders share
- The three common personality flaws that surface under extreme pressure and cause people to not be clutch
- The most important items leaders can learn to become more clutch



Paul Sullivan writes the Wealth Matters column for The New York Times. His articles have appeared in Conde Nast Portfolio, The International Herald Tribune, Barron's, and the Boston Globe. From 2000 to 2006, he was a reporter, editor and columnist at the Financial Times. His first big story for the FT was a profile of the author Kurt Vonnegut based on a train ride they took from Springfield, Massachusetts to New York City. His last piece for the FT was Vonnegut's obituary. Paul has been interviewed on radio programs across America and has appeared several times on Fox News. In 2010 Paul published his first book Clutch: Why Some People Excel Under Pressure and Others Don't, which explores how to shine when the stakes and the pressure to perform are high. This book was named one of the Best Business Books of 2010 by Strategy and Business.